

SOLD



Manufacture of Fencing and Gate Related Products

This business operates 5 days per week, has been established for 20 years and is currently owned and operated by a husband and wife (part time) together with experienced staff in the factory to undertake the work. The Owners do not undertake hands on work in the factory, their roles mainly include sales and administration.

The business specialises in the manufacturing of pool and decorative fencing and gates in Aluminium and Steel. They also supply and install glass fencing. Over the years, the business has built a solid reputation as a quality operator in its region. They offer householders and builders exceptional quality and value for money on a vast range of fencing and gate products. They pride themselves on having a quality product and a high standard of workmanship. The products they supply meet regulations and requirements for pool safety, security and aesthetic quality, ensuring that it enhances the landscape. The business's sales are driven not just from the desire of people to improve the look of their properties, but also by Government regulations requiring that pools be fenced.

The business manufactures tubular fencing and gates, glass fencing and gates, aluminium slats, aluminium louvres and DIY fencing. There is a diverse customer base including regular builders, landscapers, pool companies, schools and residential customers. As the business has been operating for many years, the business has built up a clientele of repeat customers and is a well-known brand with a good reputation.

Sales are initiated via referrals, repeat customers, phone enquiries, website enquiries and via the marketing undertaken. Broadly the process is to provide an onsite quote, receive a deposit once the job is confirmed, manufacture the product and arrange powder coating, then undertake the installation (which is currently subcontracted).

The Vendors advise there are also some realistic potential expansion opportunities a new owner could adopt, given the energy and desire to do so. The Vendors have advised they are mainly selling due to health reasons and are wanting to start transitioning to retirement. They are able to assist the

Price

SOLD

Property Type

Business

Agent Details

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purchaser with a handover and additional training/help if needed.

This business could be suitable for someone wanting a “stand-alone” profitable business in this industry which they could potentially grow and expand further. It could also be suitable for a bolt on for an aligned company with an interest in entering this field or wanting to develop a stronger presence here in Western Australia. Asking Price includes Vehicles, Plant and Equipment, Stock and Goodwill.

We have an Information Memorandum available which interested parties can have access to after signing a confidentiality form.

For further information contact the Zircom Office on (08) 9409 2266 or submit enquiry form.